

## Advertisement:

### Chief Operating Officer: Bulk Carriers and KelCold Storage, Charlottetown, PEI

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Since 1973, **Bulk Carriers (PEI) Limited** has been providing transportation and cold storage services to its wide array of customers within the agricultural, seafood, processing and manufacturing industries across the Maritimes and beyond. Proudly family-owned and operated, Bulk Carriers/KelCold Storage currently has 175 employees, an expanding fleet of over 100 trucks and 150 trailers equipped with the latest satellite-tracking technology, as well as a 3.36 million cubic foot refrigerated warehouse and a 21,000 square foot refrigerated dock located in Moncton, NB.

Based in beautiful Prince Edward Island, the company is seeking a **Chief Operating Officer** with deep experience and expertise in all business functional areas to help develop and implement long and short-term strategies for achieving the company's vision and financial objectives, and to foster highly productive relationships with clients, industry partners and employees.

Reporting to the President and owner, and working in collaboration with the Executive Team, the Chief Operating Officer will provide leadership and management of all day-to-day business functions including operations, logistics, human resources, IT, sales, and business development and ensure an exceptional customer experience. As part of the Executive Team, you will foster highly productive and lasting relationships with clients and partners and work with your peers in preparing business plans, operating and capital budgets and efficient resource allocation while developing creative approaches to growing revenue. With a clear vision of how to effectively achieve established goals and objectives, you will lead by example by being a hands-on and practical leader who listens to the team, creates a positive work environment for all, makes sound decisions and maintains a high degree of accountability for achieving fiscal and operational results.

The ideal candidate has a post-secondary degree and at least 10 years of experience in senior management roles, ideally within a transportation or related industrial or logistics environment. With superior leadership, communication and interpersonal skills, you are naturally self-motivated and highly proficient in a variety of functional areas such as operations, supply chain, finance, HR, sales and customer service. You have a successful track record of maximizing efficiencies and profitability through well-developed business plans, policies and systems and your exceptional organizational skills enable you to manage competing priorities and challenges while consistently balancing responsibility, accountability, and safety with a drive for providing an optimal customer experience. You are highly effective in managing and motivating teams, ensuring team leaders are consistently up to date on established objectives and accountable for meeting performance targets. You build the confidence and trust of employees and colleagues with integrity, transparency, inclusiveness, sound decision-making and an "out on the floor" approach.

As the Chief Operating Officer, you will collaborate with your peers in leading the way for executing on the company's strategic objectives and making the company stronger while respecting the people and clients who have made the Company what it is today.

**If you are interested in pursuing this exciting opportunity, please apply online at**



<https://www.kbrs.ca/Career/14721> or for more information, contact Jeff Forbes or Bethany Parker at [bparker@kbrs.ca](mailto:bparker@kbrs.ca)